

#### 2021 IHCP Roadshow

## Agenda

- MDwise
  - Introduction
- What's New at MDwise
  - COVID Vaccine Outreach
  - Meal Delivery Service
  - Partnership with Aunt Bertha
  - Medicare Expansion
  - Care Management: Provider Healthcare Connections
  - SNAP Initiative
  - Prior Authorization Portal
  - In-house Claims Success
  - Cross-Functional Alignment
- Quality P4V Updates
- Community Outreach Updates
- Local MDwise Resources





# Introduction



#### Introduction

- For over 25 years, MDwise has been a trusted partner with the State in administering the Indiana Medicaid programs
- MDwise is local and Indiana's only non-profit, providersponsored health plan
- Owned by McLaren Health Care Corporation, a providerowned, not-for-profit integrated health system with multi-state experience committed to better serving Hoosier families



#### **2021 Focus Areas**

#### Be a good Partner

• Streamline business processes, reduce administrative burden and improve overall satisfaction of providers. The goal is to be "easy to do business with".

#### Impact Members' Health and Wellbeing

• Improve the health of our members mind and body as well as have a positive impact on the external conditions that affect health and quality outcomes, or better known as the social determinants of health.

#### Improve All Members' outcomes and wellbeing

• Ensure the programs and benefits offered improve the quality and outcomes for all of our members. In 2021, additional attention will be on well-child measures and key screenings lagging behind as a result of the pandemic.

#### Pay for Value

• Move towards contracts that pay for value and support providers in the transformation journey.

#### Improve Community Health

• Analyze data to identify disparities such as age, race, ethnicity, gender, language and disability status and adjust programs and activities to reduce health disparities.





# What's NEW at MDwise



# COVID Vaccine Outreach



#### **COVID Vaccine Outreach**

#### **Proactive Communication to Members**

- Making phone calls to eligible members to schedule vaccination appointments.
- Sending thank you cards to members who get vaccinated.
- Sending targeted email/text communication to eligible members.
- Posting social media and directing to ourshot.in.gov.
- Customer service IVR prompt for COVID vaccine scheduling and questions.
- Updating COVID FAQs on website.



#### **COVID Vaccine Outreach**





#### **COVID Vaccine Outreach**

## **Proactive Community Outreach**

- o Partnering with providers to hold vaccine clinics.
- Distributing COVID vaccine education materials to members and potential members, community partners.
- Planning virtual town hall discussions, open to the community, educating on the COVID vaccine.
- Providing COVID stickers to vaccine sites statewide.
- Virtual Health Benefits Connections
   & WELLNESSchats to answer questions about the COVID vaccine.





## Meal Delivery Service



## **Meal Delivery Service**

- MDwise added Meal Delivery Service, called GA Foods for qualified members who have recently:
  - Tested positive for COVID or
  - Had an inpatient stay with diabetes, congestive heart failure, and/or coronary artery disease.
- Once enrolled, members receive a 14-day supply of medically-tailored meals to fit members' dietary needs.
- Members must check in regularly with a MDwise care manager.



# Partnership with Aunt Bertha: Social Determinants of Health



#### **Aunt Bertha: Addressing Social Determinants of Health**

#### What is it?

Aunt Bertha is a platform to help connect our members to needed resources in the community, allowing us to help improve the overall well-being of our members.

#### How it works

- We'll screen for needs such as food, housing, utilities, etc.
- When a need is identified, we'll send a referral to an innetwork, community-based organization for services, and "close the loop" to ensure the member received the needed assistance.



## **Aunt Bertha: Addressing Social Determinants of Health**

- MDwise can also refer members in need to various social services and programs on the platform for self service.
- To better serve our members, data and information from Aunt Bertha will be integrated into MDwise systems so the call center representative, community outreach team and care/case managers all see the same information.
- MDwise will be able to analyze the data to better understand the local community needs to tailor our programs and offerings.



# Care Management: Provider Healthcare Connections



#### **Provider Healthcare Connection**

- A joint program with our MDwise Provider Relations and Care Management teams to assist the Primary Medical Provider, (PMP) by being the provider's advocate.
- We provide the PMP with resources to support the management of their caseload and at the same time resolve and support the individual member's needs.
- The following are examples of items that may be covered during your Initial Orientation meeting with your assigned Provider Relations Representative:
  - Provider and member handbooks
  - Referral forms
  - Prescription drug formulary
  - Information on preventative and clinical practice guidelines
  - Case management referral process
- The case manager assigned to the office will follow up within 30 days after the initial orientation. This meeting will help establish a relationship with the office staff.
- Provider relations and case managers will continue to ensure the providers and their patients have the tools and resources they need to be successful.



## **SNAP** Initiative



#### **SNAP Initiative**

- Promoting SNAP to Medicaid members is more important than ever during COVID.
  - Development of Flyer for provider use with patients
  - FAQ document
  - Website resources with member and provider information
  - Social media posts promoting program
  - o Local farmers markets offering additional benefits
  - Informational blast to member: Q2 and Q4 in 2021.
  - Member and provider newsletter information
  - Customer service hold message about SNAP
- All communications direct to state website information and application.



## **Prior Authorization Portal**



#### **Prior Authorization Portal**



#### **NEW!** Authorization Portal

To sign up, go to:

https://mdwisepp.zeomega.com/cms/ProviderPortal/ Controller/providerLogin

Click "Register Here." It will be active in 3-5 business days.

Through the portal, you will be able to submit new authorization requests and track authorizations you've submitted.



# Authorization requests can also still be accepted in these formats:

Phone 888-961-3100

Email padept@mdwise.org

Fax

• HHW 888-465-5581

• HIP 866-613-1642



#### **Provider Authorization Portal Setup**

#### MDwise PROVIDER PORTAL INSTRUCTION DOCUMENTATION

#### MDwise Provider Authorization Portal Account Setup

MDwise currently offers different ways to submit a prior authorization including fax, email, and telephonically. We are now offering online submission through our Authorization Portal. This guide will allow you to set up your account to submit your prior authorization as well as track those authorizations you submitted on the portal as well.





#### **Prior Authorization Portal**

Once you enter the NPI or TIN, the next screen below will show. Please fill out all Red required fields as well as email address.



For troubleshooting issues with creating an accounting or setting up a prior authorization, please email: <a href="mailto:authportalhelp@mdwise.org">authportalhelp@mdwise.org</a>. We will respond within I-3 business days.



## **Prior Authorization Updates**

- MDwise Customer Service Team is assisting our Prior Authorization Department on the phones.
  - Ensure providers are receiving timely responses.
    - Team will be able to assist providers with non-clinical questions.
    - Providers will be transferred directly to an RN for clinical inquiries.
    - When calling please have the following information on hand (if applicable):
      - ➤ Proof of fax submission
      - ➤ Member RID
      - ➤ Dates of service requested
      - > Date and time of your previous call(s)



#### **Prior Authorization Updates**

 As of Sept. 30, 2020, MDwise will no longer require Inpatient prior authorization on 84 imaging CPT codes (9/30/20)

## https://www.mdwise.org/for-providers

Note: Imaging services provided in an out-of-network setting will require prior authorization.

For questions regarding this announcement or contracting, please call Provider Relations at **317-822-7300 ext. 5800**.

 MDwise continues to look for better ways to partner with providers. Professional services authorization requirements have also been relaxed when services are provided in a facility location where the facility is responsible for requesting authorizations

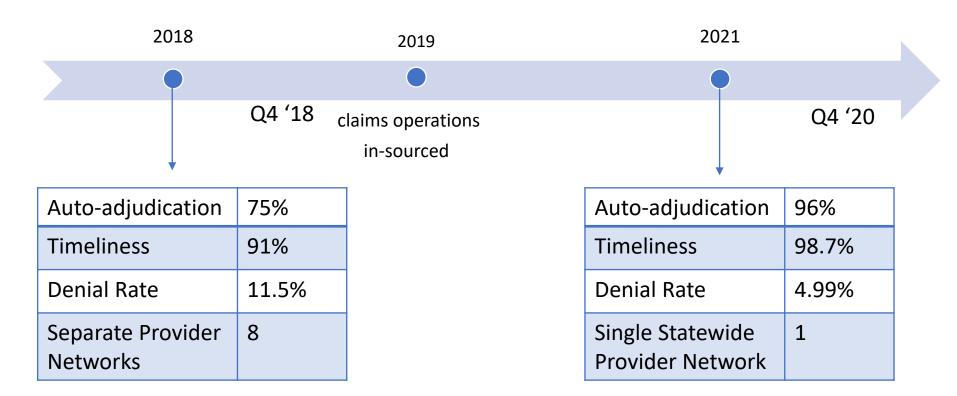


## **In-house Claims Success**



## **Process Improvements**

## Insourcing claims operations has improved rates





#### **Electronic Claims Submission**

#### **MDwise is Going Green!**

- As of July 1<sup>st</sup>, MDwise strongly encourages Providers to submit Claims electronically. Electronic Claim submission provides significant benefits to the Provider including:
  - Help reduce operation costs associated with paper Claims (printing, postage, etc.).
  - o Increases accuracy of data and efficient information delivery.
  - Reduces Claim delays since errors can be corrected and resubmitted electronically.
  - Track and monitor claim progress.
  - Expedite a processing turnaround and potential payment time frames
  - Fastest way for Clean Claims to be considered for reimbursement.



# **Cross-Functional Alignment**



## **Cross-Functional Alignment**

- Planned for Q3 2021, MDwise is re-aligning regions and beginning regional meetings to discuss member and provider needs with internal departments:
  - Provider Relations
  - Community Outreach
  - Care Management
- Collectively bridging the gap for better outcomes







**Quality P4V Updates** 



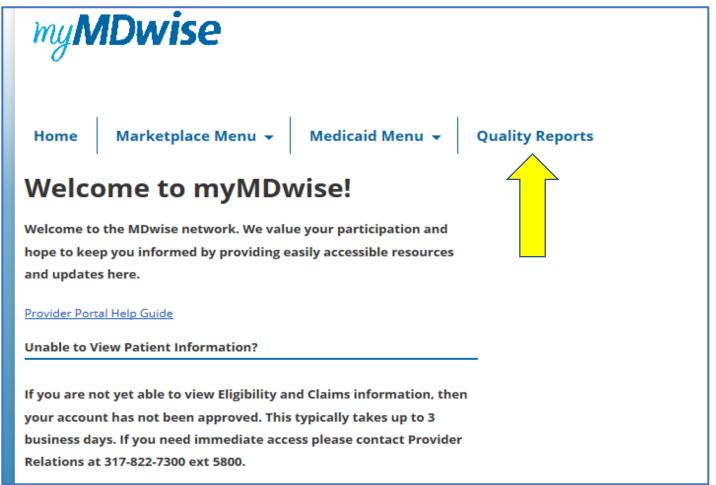
## Physician Pay for Value (P4V)

- We are committed to providing high-quality, cost-effective health care to our members.
- We maintain a strong partnership with our Primary Medical Providers (PMPs), resulting in improved quality and access to health care services.
- The goal of the program is to improve access and health outcomes for all members.
- PMPs will be incentivized for reaching specific quality and access metrics.



## **Quality Physician P4V & HEDIS**

Requesting Quality Reports on the myMDwise Portal (PMPs Only)

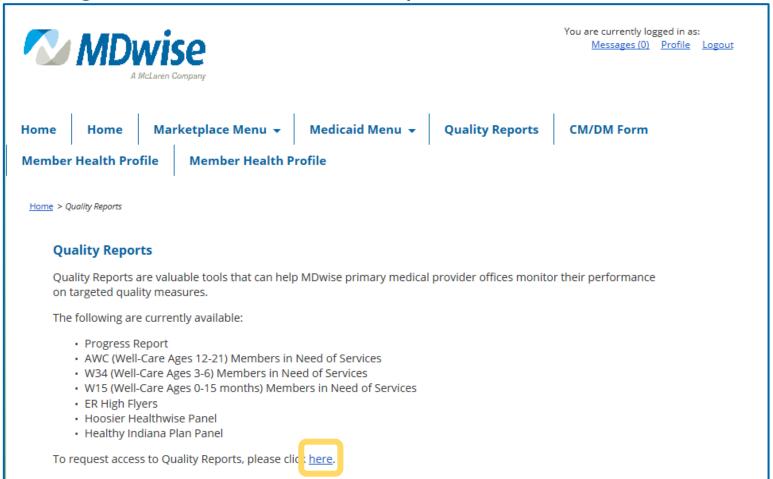




## **Quality Physician P4V & HEDIS**

## Requesting Access to Quality Reports

Access granted within 2-3 business days





## MDwise Physician Pay for Value (P4V) Program - HIP

2020 Measures	Specifications	2021 Goal	Pediatrician Award per Member	Family Practitioner Award per Member	Internist Award per Member	OB/GYN Award per Member
Postpartum	PPC	Achieve 75th %tile for percentage of deliveries that received postpartum care on or between 7 and 84 days after delivery	\$1.00	\$1.00	\$1.00	\$1.00
Timeliness of Prenatal Care	PPC	Achieve 75th %tile for Percentage of deliveries that received a prenatal care visit in the first trimester, on the enrollment start date or within 42 days of enrollment	\$1.00	\$1.00	\$1.00	\$1.00
Breast Cancer Screening	BCS	Achieve 50th %tile for percentage of members 50–74 years of age who had at least one mammogram to screen for breast cancer	\$0.50	\$0.50	\$0.50	\$0.50
Comprehensive Diabetes Care (CDC)	CDC	Achieve 25th %tile for percentage of members who receive Hbalc test, with Hbalc control <8.0%	\$0.50	\$0.50	\$0.50	\$0.50
Follow-up after hospitalization for mental health condition	FUH	Achieve 50th%ile for percentage of members who are six years of age and older who were hospitalized for treatment of selected mental ill-ness diagnoses and received an appropriate follow-up visit within seven days of discharge.	Behavioral Health Providers only: \$1.00	Behavioral Health Providers only: \$1.00	Behavioral Health Providers only: \$1.00	Behavioral Health Providers only: \$1.00



## MDwise Physician Pay for Value (P4V) Program - HHW

2020 Measures	Specifications	2021 Goal	Pediatrician Award per Member	Family Practitioner Award per Member	Internist Award per Member	OB/GYN Award per Mem- ber
Well Child	WCV	Achieve 75th %tile for children ages 3-11 who had a well child visit	\$1.00	\$1.00	\$1.00	NA
Timeliness of Prenatal Care	PPC	Achieve 75th %tile for percentage of deliveries that received a prenatal care visit in the first trimester, on the enrollment start date or within 42 days of enrollment	\$1.00	\$1.00	\$1.00	\$1.00
Lead Screening	LCS	Achieve 25th %tile for percentage of members under 2 years of age who received a lead screening	\$0.50	\$0.50	\$.50	NA
Combo 10 CIS	CIS	Achieve 25th %tile for percentage of members who Childhood Immunization Status Combo 10	\$0.75	\$0.75	\$0.75	\$0.75
Follow-up after hospitalization for mental health condition	FUH	Achieve 50th%ile for percentage of members who are six years of age and older who were hospitalized for treatment of selected mental illness diagnoses and received an appropriate follow-up visit within seven days of discharge	Behavioral Health Providers only: \$1.00	Behavioral Health Providers only: \$1.00	Behavioral Health Providers only: \$1.00	Behavioral Health Providers only: \$1.00



#### **MDwise**



# BEHAVIORAL HEALTH REMINDERS



#### **Behavioral Health Reminders**

## Behavioral Health Mid-Level Provider Types

- MDwise reimburses behavioral health services provided by mid-level practitioners when services are supervised by a physician or a Health Service Provider in Psychology (HSPP).
- A mid-level practitioner is defined as a:
  - Licensed psychologist.
  - Licensed independent practice school psychologist.
  - Licensed clinical social worker.
  - Licensed marital and family therapist.
  - Licensed mental health counselor.
  - Person holding a master's degree in social work, marital and family therapy, or mental health counseling when billing under supervising physician's NPI.
  - Licensed Clinical Addictions Counselor (LCAC).
  - Intern in the Community Mental Health Center (CMHC) setting.



#### **Behavioral Health Reminders**

## Intensive Outpatient Program (IOP) Guidelines

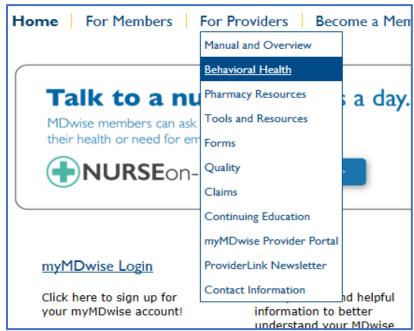
- Requires Prior Authorization
- Behavioral health services
  - Professional Billing S9480
  - Facility Billing 905
- Alcohol and/or drug services
  - Professional Billing H0015
  - Facility Billing 906
- One unit is equal to 3 hours
- Only one unit reimbursable per day
- Minimum requirements of meeting at least 3 consecutive hours per day, at least 3 days per week.
- For alcohol and/or drug services, an LAC (licensed addiction counselor) or an LCAC (licensed clinical addiction counselor) must be one of the direct service providers.



#### **Behavioral Health Reminders**

## Utilizing the MDwise Behavioral Health Website Page

- Select "Behavioral Health" from the For Providers dropdown menu at mdwise.org.
  - Contract and provider enrollment forms
  - ABA and OTP provider program guides
  - HEDIS Behavioral Health Quality and measures, including Pay for Outcome (P4O) information
  - Behavioral Health provider resources
  - Behavioral Health clinical practice guidelines







## **Community Outreach Updates**



#### **Provider Healthcare Connection**

- A joint program with our MDwise Provider Relations and Care Management teams to assist the Primary Care Provider by being the provider's advocate.
- We provide the PMP with resources to support the management of their caseload and at the same time resolve and support the individual member's needs.
- The following are examples of items that may be covered during your Initial Orientation meeting with your assigned Provider Relations Representative:
  - Provider and member handbooks
  - Referral forms
  - Prescription drug formulary
  - Information on preventative and clinical practice guidelines
  - Case management referral process
- The case manager assigned to the office will follow up within 30 days after the initial orientation. This meeting will help establish a relationship with the office staff.
- Provider relations and case managers will continue to ensure the providers and their patients have the tools and resources they need to be successful.



## **Community Outreach Initiatives**

- Virtual Health Benefits Connections & WELLNESSchats
  - Overview of MDwise benefits
  - Questions about benefits & COVID-19
- Everyone Needs Check-ups events with health centers and providers
  - Immunization focus due to low rates in 2020
- Virtual community-based organization coalition meetings.
- School-based health center outreach.
- Food banks, food pantries and food drive outreach.
- Distributing educational materials, MDwise program brochures, bags and COVID-19 vaccine stickers to all key partners.





## **Your Local MDwise Resources**



## Contacts for Provider Reps

#### MDwise Excel Network Provider Relations Territory Map

- Region I
  Paulette Means
  pmeans@mdwise.org
  317-822-7226
- Region 2
  Danielle Nesbit
  dnesbit@mdwise.org
  317-793-0872
- Region 3
  Michelle Phillips
  mphillips@mdwise.org
  317-983-7819
- Region 4
  Robin King
  rking@mdwise.org
  317-619-5622

Michelle Phillips mphillips@mdwise.org 317-983-7819 (Home Health & Hospice)



- Region 5
  - Octavia Winston owinston@mdwise.org 317-793-0873
- Region 6
  - Tonya Trout ttrout@mdwlse.org 317-306-7329
- Region 7
  Rebecca Church
  rchurch@mdwise.org
  317-308-7371
- Region 8
  Chris Bryant
  cbryant@mdwise.org
  317-517-4776

Lauren de Blecourt, RN Ideblecourt@mdwise.org 317-407-5910 (Behavioral Health – CMHCs\_OTPs, IMD, SUD

## **Your Community Engagement Team**

- Northwest Region
  Autumn Slaughter
  aslaughter@mdwise.org
  317-517-1973
- West Central Region
  Rachel Maxey
  rmaxey@mdwise.org
  317-407-7582
  Marion County Townships:
  Pike, Washington
- Southwest Region
  Rachel Maxey
  rmaxey@mdwise.org
  317-407-7582
  Marion County Townships:
  Center, Decatur, Wayne



- Northeast Region Celia Reyes creyes@mdwise.org 317-719-5602
- East Central Region Cherish Ruble cruble@mdwise.org 317-822-7462
- Southeast Region
  Autumn Laws
  alaws@mdwise.org
  317-432-1059
  Marion County Townships:
  Lawrence, Warren, Franklin
  and Perry



**To Our Healthcare Providers**